

Office of Local Business Development

Description	FY 2002 Approved	FY 2003 Proposed	% Change
Operating Budget	\$0*	\$1,092,832	N/A

* The FY 2002 approved budget for the Office of Local Business Development is included in the Office of the Deputy Mayor for Planning and Economic Development.

The mission of the Office of Local Business Development (OLBD) is to foster the economic growth of local, small and disadvantaged businesses through supportive legislation, business development programs, and public and private sector contracting opportunities.

Prior to FY 2003, the OLBD was an agency within the Business Services and Economic Development cluster, which included three other agencies (the Office of the Deputy Mayor for Planning and Economic Development, Office of Motion Pictures, and the Office of Planning). For FY 2003, OLBD will become a separate cabinet level agency. The agency plans to fulfill its mission by achieving the following strategic results goals:

- Continue to monitor agreements made with private partners.
- Assist with focusing economic development on targeted areas.
- Continue community outreach efforts.

Did you know...

Local, small and disadvantaged business participants in the District's Set Aside Program in FY 2001	725
Amount of contract awards to the District's local small and disadvantaged businesses per year in FY 2001	\$400,000,000
Number of Anacostia Waterfront development workshops in FY 2001	10

Where the Money Comes From

Table EN0-1 shows the source(s) of funding for the Office of Local Business Development.

Table EN0-1

FY 2003 Proposed Operating Budget, by Revenue Type

(dollars in thousands)

	Actual FY 2000	Actual FY 2001	Approved FY 2002	Proposed FY 2003	Change From FY 2002
Local	0	0	0	1,093	1,093
Gross Funds	0	0	0	1,093	1,093

How the Money is Allocated

Tables EN0-2 and 3 show the FY 2003 proposed budget and FTEs for the agency at the Comptroller Source Group level (Object Class level).

Table EN0-2

FY 2003 Proposed Operating Budget, by Comptroller Source Group

(dollars in thousands)

	Actual FY 2000	Actual FY 2001	Approved FY 2002	Proposed FY 2003	Change from FY 2002
Regular Pay - Cont Full Time	0	0	0	610	610
Fringe Benefits - Curr Personnel	0	0	0	93	93
<i>Personal Services</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>703</i>	<i>703</i>
Supplies and Materials	0	0	0	19	19
Energy, Comm. and Bldg Rentals	0	0	0	5	5
Telephone, Telegraph, Telegram, Etc	0	0	0	11	11
Rentals - Land and Structures	0	0	0	89	89
Other Services and Charges	0	0	0	242	242
Equipment & Equipment Rental	0	0	0	24	24
<i>Non-personal Services</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>390</i>	<i>390</i>
Total Proposed Operating Budget	0	0	0	1,093	1,093

Table EN0-3

FY 2003 Full-Time Equivalent Employment Levels

	Actual FY 2000	Actual FY 2001	Approved FY 2002	Proposed FY 2003	Change from FY 2002
Continuing full time	0	0	0	10	10
Total FTEs	0	0	0	10	10

Funding Summary

Based on the separation of agencies, the numbers depicted in the text below were derived from the FY 2002 aggregate funding level for the Business Services and Economic Development cluster's approved budget, and have been isolated strictly for historical and comparative purposes.

2002 approved budget of \$1,043,602. There are 10 FTEs funded by Local sources. This FTE level remains unchanged from FY 2002.

Significant changes are:

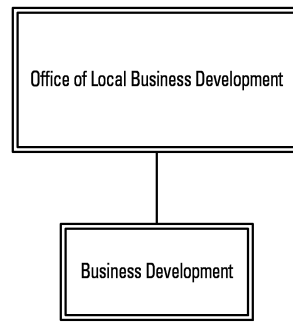
- An increase of \$16,298 due to the pay increase approved in FY 2002.
- An increase of \$32,932 for fixed costs.

Local Funds

The proposed Local budget is \$1,092,832, an increase of \$49,230 or 4.7 percent over the FY

Figure EN0-1

Office of Local Business Development



Programs

The Office of Local Business Development operates the following program consistent with its mission:

Business Development Program

The Office of Local Business Development (OLBD), in conjunction with the Office of Contracting and Procurement (OCP), is responsible for implementing the District's Small Business Set Aside Program and the Preference Point Program for open market solicitations. These programs are designed to stimulate and foster economic opportunities for local, small, and disadvantaged businesses. The OLBD engages the Local Small and Disadvantaged

Business Enterprise (LSDBE) participation through various marketing and outreach efforts. Additionally, OLBD monitors LSDBE agreements made with private partners through the Industrial Revenue Bond and Tax Increment Finance Programs ensuring LSDBE contracting opportunities.

The key initiatives associated with the Business Development program are:

- Host an annual LSDBE marketplace.
- Attend a minimum of 25 community events.
- Work with private sector partners to hold an E-commerce training for LSDBEs.
- Hold a minimum of four contracting forums.

Agency Goals and Performance Measures

Goal 1: Maintain a Local, Small and Disadvantaged Business Enterprises (LSDBE) database that supports the LSDBE program.

Citywide Strategic Priority Areas: Promoting Economic Development; Making Government Work

Manager: Margaret Wright, Supervisor, Certification Specialist

Supervisor: Jacquelyn Flowers, Director, Office of Local Business Development

Measure 1.1: Certify or re-certify 200 LSDBE's annually

	2000	Fiscal Year		2003	2004
		2001	2002		
Target	300	200	200	200	200
Actual	303	279	-	-	-

Note: New performance measure added 3/5/02 as a result of agency strategic planning process.

Goal 2: Improve compliance with DC Law 12-268.

Citywide Strategic Priority Areas: Promoting Economic Development; Making Government Work

Manager: Andre Banks, Supervisor, Compliance Specialist

Supervisor: Jacquelyn Flowers, Director, Office of Local Business Development

Measure 2.1: Monitor agency compliance by ensuring the timely submission of 51 agency LSDBE expenditure reports.

	2000	Fiscal Year		2003	2004
		2001	2002		
Target	N/A	N/A	100	100	100
Actual	N/A	N/A	-	-	-

Note: New performance measure added 3/5/02 as a result of agency strategic planning process.

Measure 2.2: Percent of agencies in compliance with DC Law 12-268

	2000	Fiscal Year		2003	2004
		2001	2002		
Target	N/A	N/A	75	90	100
Actual	N/A	N/A	-	-	-

Note: New performance measure added 3/5/02 as a result of agency strategic planning process.